

Using Social Media to Promote Energy Efficiency

Presenter: Julie Colehour, C+C

2011 ENERGY STAR Products Partner Meeting



Session Agenda



- Topic Introduction
- Introduction of Presenters
- The Power of Social Media- An Overview
- ENERGY STAR in Social Media
- Partner Presentations
- Open dialog



Presenters

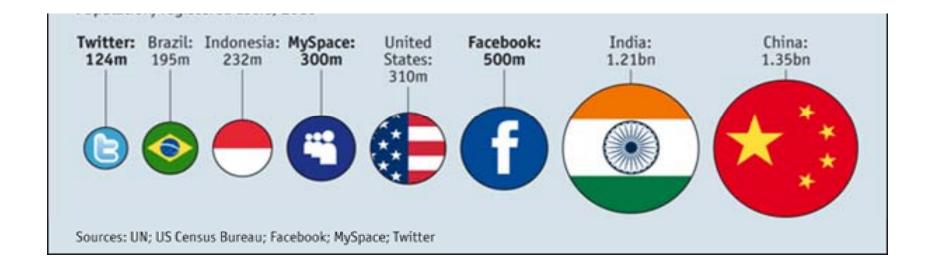


- Mike Brown- Sears Holdings Corp.
- Jennifer Dolin- Osram Sylvania
- Paul Parmley- Pacific Gas and Electric
- Julie Colehour- Moderator



The Power of Social Media





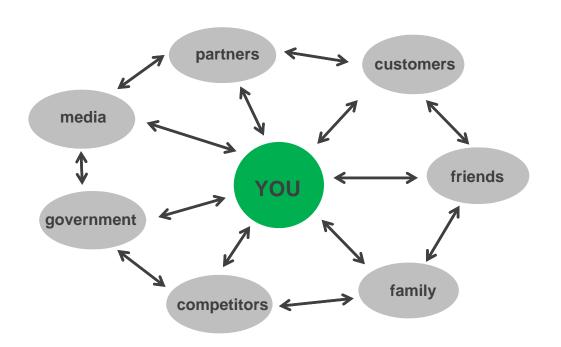




Social Media

"In the last hundred years, the way to advertise was to get into the mass media and push your content. In the next hundred years, information won't be pushed out to people. It will be shared among the millions of connections people have. You will need to get into these connections."

- Mark Zuckerberg, Facebook CEO









It's how people engage, share, interact and participate with each other – and with you – online.



























The Social Media Landscape

What's the big deal?

- More people now use social networking than use email
- Almost half of Americans have a social media profile

 and 39% use it several times a day

facebook.

Over 500m users
Not just cat and kid
stories
Aims to own the
concept of 'like'



50+m tweets a day 105m users Not just "what I had for lunch"





The Social Media Landscape



2 billion videos/day watchedNot just cat and kid videosDefault video player

...and the latest craze: "LOCATION"



4 million users 15,000 new users a day "Where I'm going to eat lunch" – and more





What Social Media IS:

- A two-way conversation for better or for worse
- A long-term strategy
- A marketing tool
- Nothing to be (very) afraid of!
- A way to strengthen stakeholder loyalty, receive feedback, and boost engagement
- Viral with a click of the mouse, one person can spread your message to hundreds or thousands of others
- A tool that needs buy-in at all levels of an organization





What Social Media in NOT:

- A way to save money on marketing
- A job for an intern
- Short-term or instant gratification
- Something to be done in your spare time
- A gimmick
- A vacuum
- Something you can 'control'
- Going away





Feedback

How is your organization using Social Media?

- Newbies We don't use it at all
- Dabblers Our organization is using only one SM tool
- Practitioners Our organization uses 2-3 mainstream SM tools like Facebook, Twitter and YouTube
- Mavens We've got it all!



ENERGY STAR in Social Media



- Facebook
- eMission game
- Be an ENERGY STAR Video Challenge
- Blog
- Twitter
- Youtube
- Blogathon & Twitter Party





Facebook



- Current fans: 8937
 (2457 fans in Fall 2010)
- Began daily posts/fan response in Nov. 2010
- Focus: to engage in actual conversations with the public and to answer every question posed to ENERGY STAR





Facebook





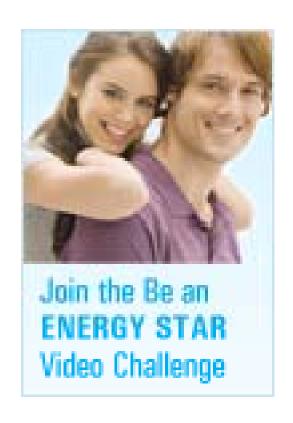
- Content: Daily posts that engage the audience with tips and questions
- EPA's most popular posts include quizzes and any other content that drives the audience to discuss among themselves.
- Helped create a

 Facebook game in
 fall 2010 called
 "eMission"



Be an ENERGY STAR Video Challenge





- Nationwide call for Americans to share their energy saving actions with the social media universe
- Videos showcased on <u>www.energystar.gov</u>,
 Facebook and
 Youtube
- Voting for top videos on <u>Facebook</u> app



Blog





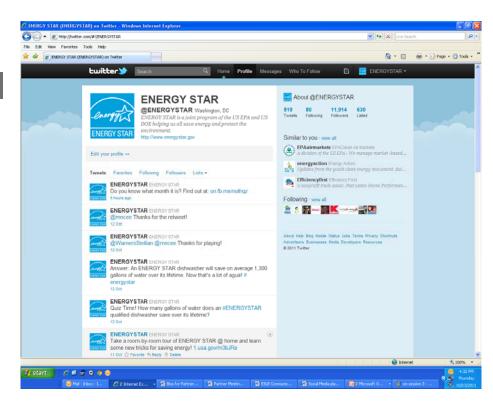
- Housed on the Facebook Notes platform
- Soon moving to the EPA server for better reach
- Focus: personal, engaging and educational posts
- Long term goal: To become "the" place for energy efficiency news



Twitter



- 12,239 followers
 (3140 followers in Fall 2010)
- Daily posts and response to retweets and mentions
- Hashtags to create trending topics
- Quizzes for audience engagement





YouTube





- Channel Views: 7,980
- The place to go to find all current ENERGY STAR videos and video challenge submissions
- Not a major focus of our social media push for 2011. EPA plans to increase viewership in 2012.



Blogathon



Purpose:

 A social media launch party for the 2011 Change the World, Start with ENERGY STAR campaign

Outreach Method and Impressions

- Twitter: 1,990,561 total impressions, 845,069 unique impressions
- Facebook: 769,884 impressions
- Blogs: 539,013 impressions
- Online media: 11,960, 820 impressions
- Other outreach: 36,500 impressions



Blogathon



Sample Text on Facebook Support Staff Participating







Twitter Party



- ENERGY STAR invited partners, Facebook friends, and Twitter followers to join in its first ever Twitter Party on Aug. 23, 2011.
- Conversation points: energy efficiency and current Change the World, Start with ENERGY STAR initiatives
- Hosted by Brittney Gordon via @ENERGY STAR
- Participants joined the party using the #ESchat hashtag on August 23, 2011 from 1-2 p.m. EDT

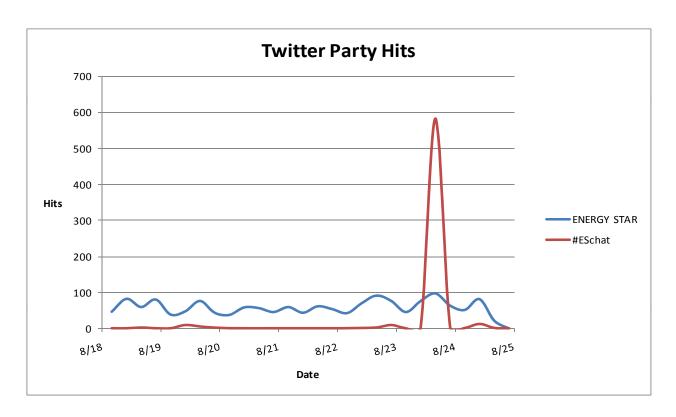








- Tweets during Twitter Party: 558
 170 were retweets
- Number of Participants: 114
- Total following of participants (& possible impressions): 94,134





Twitter Party Content



Check out this great video from @BGCA_Clubs! bit.ly/n7RPGb #ESchat

Want a goodie bag? Sumbit a vid and mention #ESchat. We will send the goodies to you! www.energystar.gov/changetheworld #ESchat

Quiz time! 1st w/ right answer gets @ENERGYSTAR goody bag What energy-hogging item could be lurking in your garage or basement? #ESchat

Let's do another one! How much more electricity does a computer use with a screensaver compared to in hibernation? #ESchat

Hey partners, tell everyone about the great events you are hosting this year! #ESchat

Have you seen the ENERGY STARs Across America map? Partners, tell the world what you are doing! www.energystar.gov/changetheworld #ESchat

Go to 1.usa.gov/acG9go to check out the ENERGY STARs Across America map! #ESchat

Great event! RT @socaledison: Well be at L.A. County Fair 9/3-10/2 to promote @ENERGYSTAR benefits #ESchat

Thx! RT @NJNaturalGas: @ENERGYSTAR Hosted Vid Challenge and NJCEP discounted energy efficiency lighting fair for customers. #ESchat

Hey guys, do you belong to our Facebook page? Join us so we can chat all of the time! on.fb.me/oN4Fk2 #ESchat

Thanks again everyone - this was so much fun. Let's do it again soon! #ESchat



Are you connected to ENERGY STAR in Social Media?



Ways to Connect

- www.facebook.com/energ ystar
- www.youtube.com/epaen ergystar
- www.twitter.com/energyst ar

Why Connect?

- Engage with thousands of ENERGY STAR followers
- Show your followers the strength of your partnership with EPA
- ENERGY STAR extends an invitation to all partners to promote their energy saving programs and events on its social media pages







Presentations



SEARS HOLDINGS

















Sears Holdings Environmental Sustainability

Mike Brown

Director, Environmental Sustainability and Legal Projects November, 2011





Pillars of the SHC Sustainability Program: Social Media Support



Empower Customers

 Provide information on our sustainability initiatives and products via social media channels (Twitter, MySears/MyKmart blogs, primary Sears/Kmart Facebook pages)

Minimize our Impact on the Environment

 Share tips – our own and/or our partners and guest bloggers – that explain how we are minimizing our impact on environment and how customers can too

Engage Associates

 Use intranet and internal social network to ensure associates are aware of our projects and know who/how to ask to learn more

Form CredibilityBuildin 9Partnerships

 Collaboration allows us to leverage experts across the spectrum of sustainability topics

Communicate our Green Success

 Direct Twitter and blog feed on landing page of our redesigned green websites will provide more visibility



Social Media: Sustainability Snapshot



- Big Switch
 - 2 million unique visitors
 - 1.3 Billion pounds of GHG gas pledge to save as part of the ENERGY STAR pledge
- Twitter: @EnviroSears
 - created Oct. 2010
 - stats as of Oct. 2011: 1057 followers; 35 lists)
 - Tweet/Retweet at least once weekly on energy efficiency
- MySears/MyKmart Green Living Blog
 - Repost <u>ENERGY STAR® blogs</u> when appropriate
 - Energy efficiency <u>posts</u> created w/utility support
- Facebook
 - Posts are conversation starters
 - Created in collaboration w/ENERGY STAR, utilities, and others
 - Geotargeted posts possible





NGPowerofAction Emily 13 by EnviroSears

What is your number one fall #energy tip? Please share & I'll retweet some of them! #energyefficiency #green #eco #ecomonday

26 Set

ow.ly/8wjJX #home





Sears

If you were in the Square One Mall at Sears in Saugus Massachusetts did you see the surprise performance? We heard it was amazing! Check out the MassSavers Facebook page to see the video where you can even enter to win! http://on.fb.me/oMDJP3

http://on.fb.me/oMDJf3 on.fb.me

¶ Like · Comment · Share · August 20 at 2:36pm

🖒 108 people like this.



Social Media Usage: Sustainability at SHC



- What has worked?
 - Use social media channels to support initiatives of all sizes
 - Great way to get feedback and provide real-time help
 - Not all feedback will be positive; listen and change behavior accordingly, if possible
 - Use social media to engage/build relationships, not just push messages
 - #EcoChat
 - Planning: Get partners, vendors, and bloggers involved for best results/wider reach; Promote via blogs and SHC/external Twitter handles; more lead time → better participation; Secure prize(s) if possible
 - Supports SHC Sustainability Pillars
 - Results: 16 Twitter parties, avg. reach of 3.3M.
 - 2 parties dedicated to ENERGY STAR and energy efficiency
 - Participants interested in learning more and purchasing products discussed; conversations continued beyond chat → building customer trust/relationships
 - EPA National Building Competition
 - Supports SHC Sustainability Pillars

– What hasn't worked?

- Language that doesn't resonate with customer base/polarizes immediately; this happens most often on Facebook or blogs, rather than on Twitter
- Tap Into Savings social media component did not go viral as hoped



5 Lessons Learned



- 1) Don't be political unless you are prepared to debate
- Unless you segment your viewership there is a fine line between social media and spam
- 3) Use partners to build your network. It is always better and more effective when advice and guidance comes from multiple sources
- 4) Social media is a two way conversation, you must budget time to respond to questions and customer reactions
- 5) Keep it fun and focus on the savings. All customers can get behind money savings.





EARS HOLDINGS



OSRAM SYLVANIA Social Media

Jennifer R. Dolin, LEED AP
Manager of Sustainability and
Environmental Affairs



OSRAM SYLVANIA Disclaimer



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Earth Day 2010 – Key Parameters





Significant interest in "doing something" for the 40th anniversary

- Disney
- Siemens
- Retail customers

Back to Earth Day core message

- Take action
- No sales pitch

Designed to be viral

- Easy to understand
- Simple to do
- Applicable to everyone
- Daily, weekly, and grand prize
 - Everyone gets something (\$1 off coupon)
- Built in "share with a friend"

Limited budget, unlimited ambition



www.earthday.sylvania.com







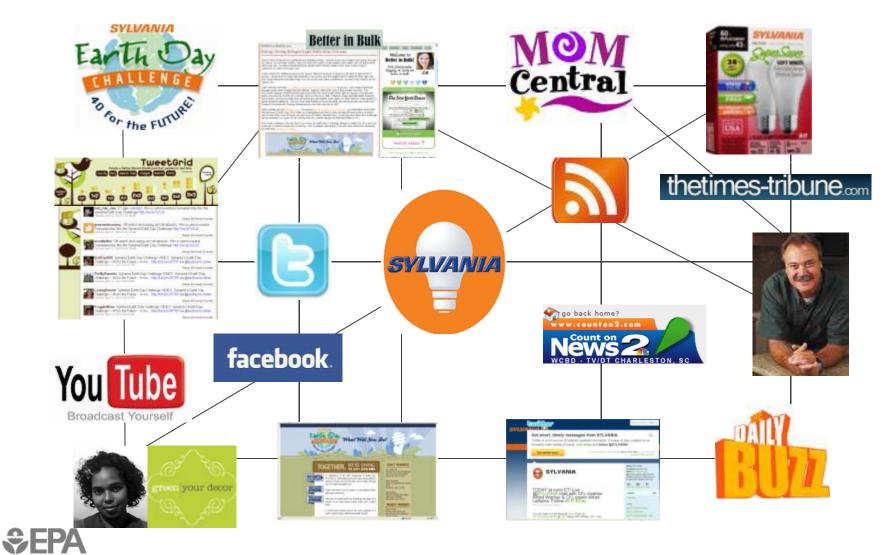
40 for the Future Earth Day Challenge

- 6945 total consumer participants
- 2,700 registered participants
- 427,794 individual "acts of green"
- over 20 million kWh saved from individual consumers
 - Goal achieved with commercial participants





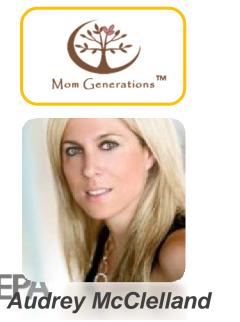
The SYLVANIA Roadmap





Meet Our Earth Day Ambassadors

- To generate consumer awareness around the 40 for the Future Challenge and increase the brand's iWOM (internet word-of-mouth), SYLVANIA partnered with three influential bloggers to act as brand ambassadors.
- The ambassadors host sites that intersect the "green" home, lifestyle and parenting categories for maximum, versatile reach.
- All three ambassadors have leveraged their digital properties (blogs, Twitter and Facebook) to encourage participation in the Challenge.











Jennae Petersen

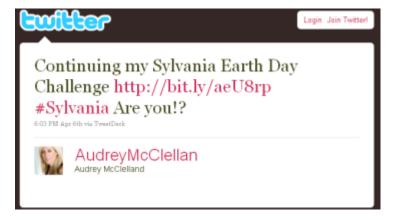
Audrey Gets the Whole Family Involved





It's a moment like that where I truly see the importance and benefit of taking part in this Challenge. It's not just about the 40 days, it's about making changes here on out within myself and my family that will make the biggest differences. How absolutely refreshing!







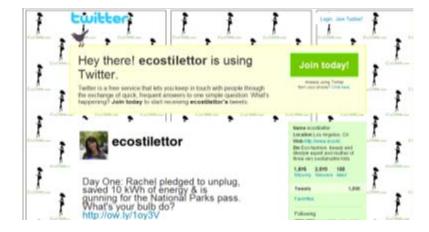


Here's What Rachel Had to Say



Pare you looking for a quick and easy eco fix? Your light bulb may have the answer....it's the little everyday acts that really add up for your home and our collective home, the Earth. This video was brought to you by SYLVANIA the leader in eco lighting solutions.









Jennae Challenges Her Readers







I have challenged myself and all of you to go around your home and do a room by room assessment.

How many items do you leave plugged in all the time? What do you leave turned on that you could easily turn off or unplug?



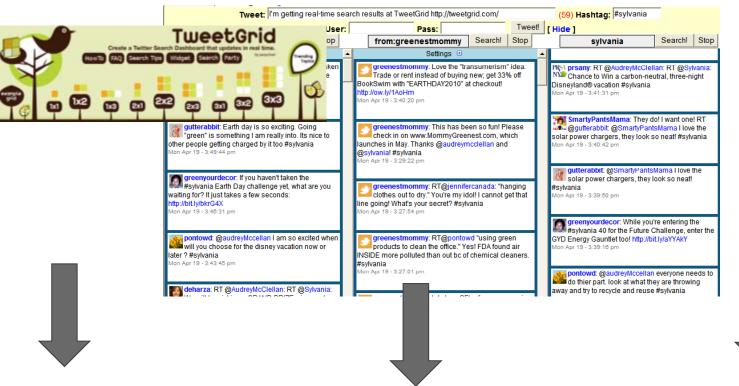
SYLVANIA "Parties" on Twitter

- @AudreyMcClellan and @GreenestMommy hosted the first-ever SYLVANIA Earth Day Twitter party on April 19.
- Through a variety of branded and unbranded Tweets, the SYLVANIA Twitter Party generated awareness for the campaign and injected the brand into the social media conversation.
- More than 260 Tweets with the #sylvania hashtag reached a cumulative third-party following of 478k+ in one hour!
 - Engaged more than 40 participants





SYLVANIA Twitter Party Snapshot





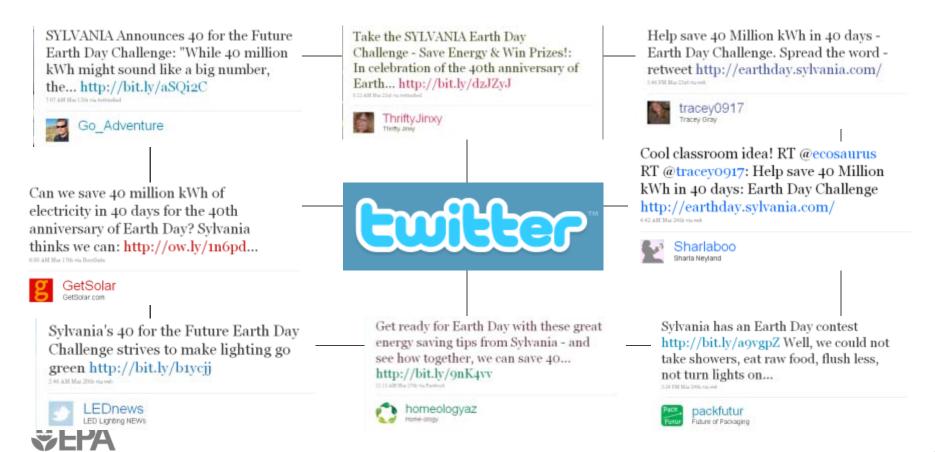






40 for the Future in 140 Characters or Less

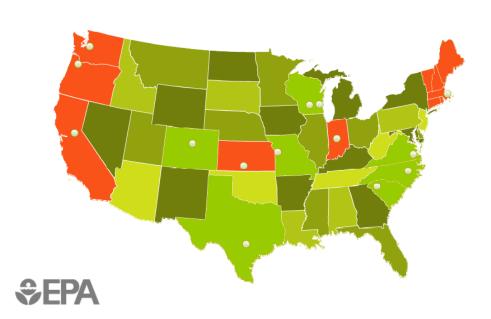
 Twitter handles have been a buzz with news of the SYLVANIA's Earth Day Challenge, with 99 Tweets reaching more than 346k third-party Twitter followers to date.



WEEI – 1 Green Thing



- 7 markets
- Radio station blogs
- Overall, the campaign over-delivered on impressions and spot delivery—25,037,00 impressions in total!



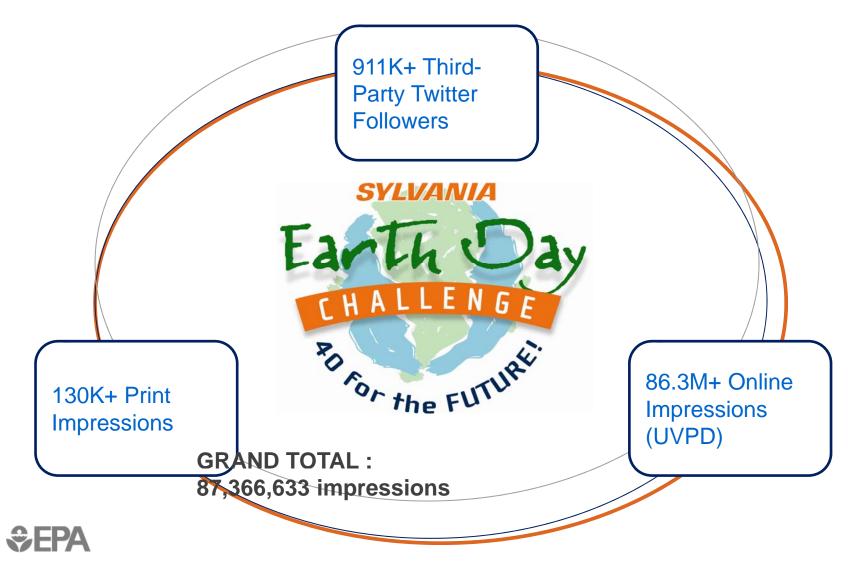


15-second SYLVANIA Earth Day message





Total Results at a Glance – Earth Day





Social Media at PG&E Paul Parmley External Communications



See Your Power: A Dialogue About Out

Learning how customers



Why Social Media is (Especially) Important to PG&E







Social Media @ PG&E - Imperatives

- Provide value to our customers
- Promote interactive and transparent dialogue
- Measurable results
- Integrate social media outreach with traditional customer service channels/marketing efforts and programs

2011 ENERGYSTAR® Partner Meeting



Like and Lower – Facebook Campaign



- Program goal was to build a small community of engaged people (200-500) to drive an energy efficiency conversation on Facebook and Twitter
- Current Like count: 2,945 (started at 774)
- Talking about this*: 437
- Total Unique visitors: 1,164 (337 previous)



Facebook Engagement – Energy Efficiency



I have changed all mine too...makes for a pretty dark bedroom for a few minutes while the light bulbs warm up.

Like : Comment : October 4 at 1:15pm



Pacific Gas & Electric Company Nicely done! Another smart lighting choice to look into is LED lights - especially if you decorate for the holidays. LED lights save you money (cheaper than traditional incandescents), and energy, too! http://www.pge.com/myhome/saveenergymoney/savingstips/seasonaltips/winter/led/index.shtml
October 4 at 4:430m · Like



Some CFLs take time to warm up, some don't, depending on the coatings used in the lamp. Try a different type next time.

October 5 at 8:29pm · Like



Thank you, both!

October 5 at 9:39pm · Like

Write a comment...



Twitter

Followers: 5,931

OF S I

Outbound Tweets: 2,843

PGE4Me, the official Twitter account of PG&E, serves several purposes. The channel is primarily used as a vehicle to respond to and resolve customer service issues, but also provides a channel for outage updates/crisis communications, event notification, and promotion of PG&E's work in the community and in energy efficiency.



October is Solar Energy Month - learn how you can Go Solar



PG<mark>&</mark>E

Twitter Engagement - Media



@PGE4Me Can you tell us more about this large power outage (per your map online) affecting customers in San Francisco? bit.ly/l6IfNC

24 Jun via web 🌣 Favorite 😂 Retweet 🖘 Reply



@PGE4Me Thanks for all the updates about the power out!

24 Jun via Seesmic twhirl 🖙 Favorite 😝 Retweet 🦘 Reply



@abc7newsBayArea Approx 6700 customers out; car pole accident was the cause. Nob Hill, Telegraph Hill, Russian Hill, Pier 39 impacted

24 Jun via TweetDeck | A Favorite Reply Delete



Twitter Engagement - Media



RT @PGE4Me @Wired We're on it. Crews were sent immediately to the scene. Will provide updates to all w/o power ASAP. Thx 4 your patience.

6 Apr via Tweetie for Mac 🖈 Favorite 😝 Retweet 🦘 Reply



RT @jadedfox: Thanks to @PGE4Me for getting the power back up ahead of estimates for @Wired. It made my job easier restoring the network.

6 Apr via Tweetie for Mac 🛮 🟠 Favorite 😝 Retweet 🔸 Reply



Hi @PGE4Me: Any word? RT @tleehane @mercnews Any idea as to why emergency PG&E crew's digging on corner of Lincoln Ave./Byerly St.? #SanJose

9 Jun via Seesmic twhirl 😭 Favorite 😝 Retweet 🔸 Reply



Thank you! RT @PGE4Me: @tleehane a vehicle hit gas meter around 6 pm; crews dispatched at that time. Will update as I get more info #SanJose

9 Jun via Seesmic twhirl 🏫 Favorite 😝 Retweet 🦘 Reply

PG&E

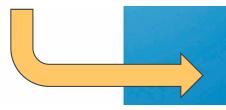
Twitter Engagement - Billing

.@PGE4Me is the worst. They are billing me for days I wasn't living in the unit. Do not use their online stop service. It doesn't work!!!

2:41 PM Apr 14th via Twitter for iPhone



jeffsoto



the power of twitter. @PGE4Me just called me to correct the issue.

7:42 PM Apr 15th via Twitter for iPhone



jeffsoto Jeff Soto @jeffsoto Hi there - can you follow and DM me your account information so I can assist? Thanks!

3:29 PM Apr 14th via TweetDeck in reply to jeffsoto



PGE4Me



Questions and Answers





